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Thai quashes claims

THAI Airways President Sumeth Damrongchaitham has been quick to quash reports that the airline is at risk of shutting down.

According to *The Bangkok Post*, Damrongchaitham's remarks, which he made to a group of high-ranking airline staff, had been misinterpreted.

He said the comments were to encourage staff to make an all-out effort to ensure the struggling carrier's rehabilitation plan (*TD* 14 Aug) succeeded, amid an increased level of competition in the aviation industry.

The airline was unavailable for further comment.

Helloworld ups forecast

HELLOWORLD Travel has increased its EBITDA guidance for the 2020 financial year from \$83-87 million to \$86-90 million following the completion of the its acquisition of TravelEdge (*TD* 02 Oct).

The company's business update for the first quarter to 30 Sep highlighted a strong start to the year for the travel agency, with total transaction value (TTV) for the quarter up 10.4% to \$1.878 billion compared with the same period last year.

Helloworld Travel saw a strong increase in its Australian retail

network performance of 7% on a ticketed basis & a jump in Flight Systems B2C business of 92%.

The company also experienced growth in its wholesale businesses of 5.7% as well as corporate travel management TTV growth of 14.3%.

TTV for New Zealand was up 31.1% for the quarter, including a 58.8% increase in the retail network and a 1.5% increase in corporate travel management.

Among the results was a New Zealand wholesale TTV dropoff of 14.2%, which the company indicated was due to the "elimination of unprofitable contracts".

Helloworld Travel also noted it expected losses of under \$1 million due to the collapse of Tempo and Bentours (*TD* 14 Oct), with Helloworld noting the company & its network members made sure no customers were left out of pocket.

ATPCO Amadeus

THE Airline Tariff Publishing Company (ATPCO) and Amadeus today inked a retailing agreement enabling Amadeus to integrate ATPCO's Routhappy airline content within its array of flight shopping applications and interfaces.

The partnership will significantly expand merchandising capabilities for airlines by providing travel agencies access to ATPCO content, and is available for New Distribution Capability (NDC) and non-NDC.

Distribution scope includes travel agent and consumer apps and flight shopping APIs which are powered by Amadeus.

Today's issue of TD

Travel Daily today has nine pages of news, a photo page for **Helloworld Travel**, & full pages from:

- United Airlines
- AA Appointments jobs

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Air NZ ups Vancouver

AIR New Zealand will add a seventh weekly flight to service the Auckland to Vancouver route between 23 Jun and 27 Jul, according to GDS displays.

The adjustment was made to cater for the peak holiday season.

Serko, Booking.com deal

BUSINESS management tool Serko has expanded its existing agreement with Booking.com, with the latest iteration of the deal allowing Booking.com to offer the Serko Zeno product to its business traveller clients.

The new agreement will also enable the integration of new Booking.com content to the Serko Zeno platform.

Beyond product collaboration, the tie-up will see Booking.com parent, Booking Holdings Inc, invest NZ\$17.5 million (A\$16.4 million) in Serko as part of a wider capital raising aimed at accelerating the global rollout of its Zeno product - with a particular focus on North American and continental Europe.

Serko Chief Executive Officer Darrin Grafton welcomed the expanded agreement between the two companies, claiming the deal would help drive the adoption of its Zeno product around the globe.

"Partnering with Booking.com introduces additional content to advance our aspiration of achieving the 'Unified Traveller Experience' which will deliver simplicity and compliance to corporate travellers while making our resellers more profitable," Grafton said.

"The Serko and Booking.com agreement will accelerate our journey toward our vision of seamless corporate travel and

expanding outside of Australasia," he added.

MEANWHILE, in line with encouraging further capital investment, Serko has released its preliminary half-year results for the period ending 30 Sep today, showing a 29% rise in Total Operating Revenue to \$14.7 million.

Total income from all sources also increased by 29% during the same period, with Serko recording \$15.2 million, a spike from the \$11.8 million notched during the previous corresponding period.

Travel platform revenue also increased by 20%, a result driven by increased pricing associated with converting customers to the new Zeno platform, as well as a bump in overall transactions.

Commenting on Serko's future financial outlook, Chairman Simon Botherway said he was optimistic that transactions would continue to grow in the second half of the financial year.

"Serko now has live bookings in North America, we expect transactions to grow...with the continued onboarding of new corporates," Botherway said.

Zeno collates air, hotel, and ground transport options from the GDS, as well as low-cost carriers, aggregators like Expedia or Booking.com, and direct from suppliers to create a one-stop-shop for business travel.

TC names speakers

TRAVELLERS Choice (TC) has revealed entrepreneur Leanne Faulkner will be a keynote speaker at the company's Annual Conference to be held next month at the Adelaide Convention Centre.

Faulkner founded Australian skincare business Billie Goat Soap from her kitchen table back in 2005, after exploring natural remedies for her son's eczema.

The event will also hear from Robyn Moore who is a specialist across education, advertising and communications sectors.

The conference will take place 15-17 Nov and will be themed "Our People, Our Future".

He shoots he scores

STEVE Vella from Breakaway Travel Blacktown is the winner of *Travel Daily's* Western Sydney Wanderers giveaway, brought to you by Thai Airways.

Vella correctly identified Keanu Baccus as the Western Sydney Wanderers academy prospect who scored against Melbourne Victory, and proudly calls himself a fan of the team as "the jersey instantly and effortlessly bridges any cultural divide in the same way Thai Airways bridges any destination divide!"

Thai will make contact with Vella to deliver him his VIP double pass to the Thai First Class Lounge for the home game against Sydney FC on Sat at Bankwest Stadium.



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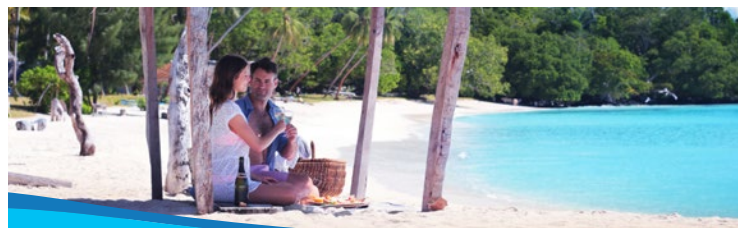
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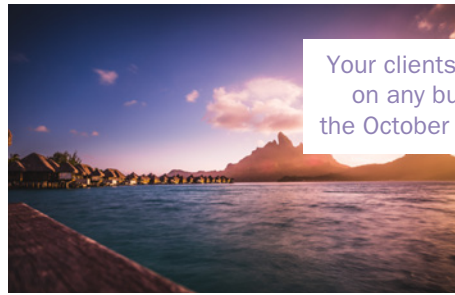
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Hong Kong dents profits

ONGOING protests in Hong Kong are set to dent the first half profits of Qantas by \$25 million, according to the carrier's latest trading update.

The airline will continue its strategy of reducing capacity in a bid to minimise the financial impact on second-half results.

Meanwhile, despite weaker market conditions resulting from higher foreign exchange expenses, Qantas recorded \$4.56 billion in Total Group Revenue for the first quarter of FY20, a 1.8% jump on the previous corresponding period.

Group Unit Revenue also increased by 2.1% during the same quarter, while Group International Unit Revenue rose by 4.4%.

Qantas Group CEO Alan Joyce said the positive revenue results for the quarter showed the carrier was well positioned to

respond to continued mixed market conditions.

"The group continues to perform well, with strength in key parts of our portfolio helping to offset softness in other areas," Joyce said.

Jetstar International also grew its revenue for the quarter, helped by a strong demand on leisure routes to Asia, with its capacity increasing on the back of more short-haul flights to Bali.

In terms of passengers carried during the period, Qantas Group flew a total of 14.34 million guests, an increase of 1.7% on the previous corresponding period.

The biggest jumps were recorded by Jetstar Asia which boosted passenger numbers by 5.1%, followed by Jetstar International with 3.3%, and Jetstar Domestic with 1.9%.

Qantas flagged cost reduction as a key focus for the next quarter.

IATA joins govt call

THE International Air Transport Association (IATA) has joined calls for the Australian Government to challenge the recommendations of the Productivity Commission's final report into potentially monopolistic behaviour of airports (**TD 23 Oct**).

The commission's report found airports had not systematically exercised their market power to the detriment of the community.

"The PC continues to ignore the collective views and concerns of airlines and airport users and in turn, the interests of the Australian consumer," said IATA Area Manager for the South West Pacific Matteo Zanarini.

"We have consistently highlighted throughout the Inquiry period the serious concerns of airlines and that the current light-handed regime of economic regulation is ineffective in protecting the interests of airlines' passengers," he added.



Window Seat

JAPANESE hotel chain HIS Group has been forced to apologise for ignoring warnings that its in-room robots were susceptible to hackers.

A tech researcher made the security flaw public on Twitter, stating the robots sported "unsigned code", allowing a hacker to tap an NFC tag to the back of robot's head and stream what it sees to any app.

The hotel is one of a chain of 10 in Japan which use a variety of robots instead of people to staff its properties.



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NZ Aussie impact

AIR New Zealand has said its new direct flights from Auckland to Newark Liberty Int'l Airport (**TD 23 Oct**) will provide Australians a "seamless journey" to New York through Auckland.

The airline highlighted the benefit to Adelaide, Gold Coast, Cairns and Sunshine Coast customers, who as a result will be able to avoid the two stopovers in Australia and the US.

"We know New York is a popular destination for Australians and we're looking forward to offering a better way to fly from next October," said Air New Zealand Acting CEO Jeff McDowall.

Azamara savings

AZAMARA is offering savings on Jan 2020 itineraries as part of its Last Minute special, including a 10-night South Africa voyage and 18-Night Hawaii and Tahiti voyage. **CLICK HERE** for the details.

Coral releases 2021

CORAL Expeditions has released its 2021 domestic cruise collection, "Australia's Coastal Wilderness".

The company has increased its Tasmania departures aboard *Coral Discoverer* to a total of five, with Commercial Director of Coral Expeditions Jeff Gilles commenting, "No two voyages are the same except guaranteeing the best of Tasmania's flora, fauna and wild coastline along with the superb flavours of Tasmania fare and cool climate wines".

The Kimberley region remains a focus with a 10-night itinerary that will take guests between Darwin and Broome available from early Apr until Sep 2021.

The line will introduce *Coral Geographer* to the region as part of her maiden season, joining *Discoverer* and *Adventurer*.

Coral has also introduced a 10-night Torres Strait & Cape York sailing onboard *Coral Discoverer*.

Fine dining on Ruby



PRINCESS Cruises' *Ruby Princess* graced Sydney Harbour for the first time yesterday morning, when she arrived in her new homeport (**TD 23 Oct**).

Michelin-starred Chef Curtis Stone was present to unveil a new menu at SHARE, his on-board restaurant exclusive to Princess Cruises, currently on *Ruby Princess*, *Emerald Princess* and *Sun Princess*.

Travel industry guests were treated to the six-course fine dining menu prepared by Stone and his team, featuring fresh ingredients such as Australian lobster and pure Wagyu steak.

"You sort of want to give people a little bit of everything; it's a bit like a Japanese-style Kaiseki menu," said Stone at the event.

Pictured aboard the Ruby Princess: Nick Ferguson, Sales and Marketing Director, Princess Cruises; Curtis Stone, Michelin Starred Chef & SHARE restaurant owner; and Stuart Allison, Senior Vice President Asia Pacific Commercial & Operations, Princess Cruises.

Holiday in WA push

TOURISM Council WA is set to launch a tourism campaign in Nov prompting consumers to look for the Quality Tourism Accredited Business logo when planning their trips.

Accredited tourism businesses will be listed on the upcoming Holiday in WA website.

For more info, **CLICK HERE**.

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CLICK HERE FOR MORE INFORMATION OR CALL 1300 255 200

*Price and itinerary is correct as at 17 October 2019. Sallaway Inside Stateroom (IX) price reduction ends 15 December 2019. For full terms and conditions click here.

EW 2020/21 out

EUROPEAN Waterways has released its 2020/21 hotel barge cruising brochure featuring an extended range of experiential excursions across its fleet of 17 barges.

Guests can secure a 10% discount on a selection of cabin and charter cruises for 2020, when booked by 06 Jan.

The brochure also features two pages on "When to Cruise".

CLICK HERE for more.

Nickelodeon park

SPONGEBOB Squarepants is getting a new home, with a new Nickelodeon Universe indoor theme park set to open on Fri at New Jersey's American Dream mega-mall.

The 8.5-acre park will feature 35 rides inspired by the kids' TV network, including a Shellraiser roller-coaster with 37m drop.

The mega-mall will host 450 shops, a 3,530m² court and other attractions.



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Applications will be handled in confidence. Upon receiving your application and if you are successful for a shortlist, a phone screening may be conducted.

Philippines lands down under



PHILIPPINE Business Mission Roadshows took place in Sydney and Melbourne recently, seeing travel agents meet with Philippine tour operators and airlines such as Cebu Pacific.

Taking place at Sydney's Sheraton Grand and Melbourne's Crown Conference Centre, the roadshows highlighted the latest developments in Philippine tourism and celebrated the winners of the tourism board trivia competition.

John Pual Taberdo and Tina Millington, Travel Counsellors; Jodi Woolf, STA Travel; Victoria Buckley, Jayes Travel; and

Christine Anton, Cruise in Style, all won Cebu Pacific flights to the Philippines, as well as accommodation.

"The Philippines is within easy reach of Australia and has so much to offer tourists," said Philippine Department of Tourism's Norjamin De Los Reyes.

"Travel agents are vital to spreading awareness about the Philippines and over the course of the roadshows we shared industry knowledge to showcase how fun, accessible and adventurous the destination is, shining the torch on the world's best islands and the activities available."

Pictured are key delegates Philippine Consul General Ezzedin Tago, Philippine Tourism Attache Norjamin Delos Reyes & Tourism Promotions Board James Sy alongside reps from hotels, resorts, tour operators & airlines.

Hilton up for Q3

HILTON has recorded earnings before interest, tax, depreciation and amortisation (EBITDA) for the third quarter 2019 of US\$605 million, a 9% increase on the same period last year.

Net income for the quarter was US\$290 million, up 77% on the prior corresponding period, with RevPAR climbing by 0.4%.

The hotel group opened 17,400 rooms in Q3, and gained approval to build a further 25,200, swelling its development pipeline to 379,000 rooms.

Mandarin commits

MANDARIN Oriental Hotel Group is aiming to eliminate all single-use plastics from its hotels by Mar 2021.

The group reported it has already reduced its single-use plastic by 86%.

 Wendy Wu Tours.



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TripAdvisor direct

TRIPADVISOR has launched a new tool which is designed to help hotel owners maximise revenue via direct bookings and avoid paying commission to online travel agencies.

The new feature will be available through TripAdvisor's Sponsored Placements platform, and provides travellers with a prominent link to book directly with the property.

TripAdvisor rolled out Sponsored Placements globally earlier this year (**TD** 06 Mar), and allows properties to appear on high-profile pages across the site, including above search results and on nearby properties' listings, in a move to put a property in front of potential guests.

Tasman heli tour

HELICOPTER trips operated by Hobart helicopter operator Rotorlift to Tasman Island, off the southeastern coast of Tasmania, commenced yesterday.

Rotorlift was granted an exclusive licence to operate the tours under the State Gov't's Expressions of Interest process.

The three-hour trips start at \$990 per person.

Ritz-Carlton Pune

THE Ritz-Carlton, Pune, in western India debuted yesterday.

The hotel is located downtown, across from the Poona Golf Club and is the company's second offering in the country.

It features 198 guestrooms and 35 suites.

Account Manager Full Time Victoria or Queensland



Tourism Holdings Limited is New Zealand's premier tourism company with operations in New Zealand, Australia, USA & the UK. Our brands include Kiwi Experience, Maui Motorhomes, Britz Campervan Rentals, Mighty Campervan Rentals, Discover Waitomo group of products including Waitomo Glowworm Caves & Legendary Black Water Rafting, El Monte RV Rentals & RoadBear RV Rentals.

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www.thlonline.com

Raffles marks return



RAFFLES in Singapore has officially marked its return (**TD** 02 Aug) with a traditional lion dance ritual, a commemorative ribbon cutting ceremony and The Raffles Reopening Festival.

The festivities included performances by local and international acts, unique suite activities and curated culinary experiences presented all around the property.

Raffles Hotel Singapore will be donating the proceeds raised from the \$300 per person event to non-profit organisation Community Chest Singapore, which benefits about 80 charities.

Pictured cutting the ribbon on

the hotel's reopening are Amy Ang, Raffles Hotel Singapore Director of Sales; Michael Issenberg, Accor Asia Pacific Chairman and Chief Executive Officer; Jennifer Tan, Raffles Hotel Singapore Director of Talent & Culture; Andrew Humphries, Katara Hospitality Acting Chief Executive Officer; Sebastien Bazin, Accor Chairman and Chief Executive Officer; Raffles Hotel Singapore Christian Westbeld, GM; Lyna Lim, Raffles Hotel Singapore Director of Finance and Jesmine Hall, Raffles Director of Marketing & Communications.

Below is the lion and dragon dance display.



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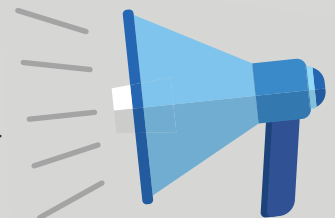
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Schwartz's solar

HOTEL tycoon Jerry Schwartz will launch a massive solar farm in the heart of Hunter Valley's coal country to power his Crowne Plaza Hunter Valley property.

Set to become operational at the end of Nov, the \$8.5-million, 5,000-megawatt capacity solar farm comprises 13,350 panels.

"It is particularly important to showcase renewable energy in the heart of a region still known for its coal mining," said Schwartz.

"To make the hotel, convention centre and brewery 100% renewable is important."

The farm's launch will kickstart The Schwartz Family Company's goals of making its properties 100% renewable.

Bunnik 2020 prog

BUNNIK Tours has released a new 27-day Egypt, Israel and Jordan In-Style tour as part of its new Middle East small group tour programs for 2020.

The release comes alongside earlybird savings of up to \$250 for bookings by 31 Jan.

Discounts apply to new bookings for departures from Mar to Nov 2020.

Skal World Congress



THE Skal World Congress recently wrapped up, which brought together 55 Skalleagues from 38 countries for the general assembly.

Taking place on Royal Caribbean International's *Symphony of the Seas*, 55 Skalleagues representing 15 of the 23 Clubs in Australia were aboard for the cruise from Miami to the Caribbean.

The event saw attendees take part in various business workshops, a business-to-business trade show and various social events.

Skal International also elected

a new World President, New Zealander Peter Morrison, who will assume his role next year.

Fiona McFarlane from the Cairns Club will continue as a Director for PR, Communications & Social Media, Membership Engagement Australia, New Zealand & Oceania, while Denise Scafton from the Melbourne Club was elected as Vice President of the International Council.

The next Skal World Congress will be in Kvarner in Croatia from 15 to 20 Oct 2020.

Australian Skalleagues are pictured at the World Congress.



SUSTAINABILITY MATTERS

Today's Sustainability Matters is brought to you by Air New Zealand



We recently released our latest sustainability report, which outlines our progress against our sustainability goals over the past year.

We've made good progress against some ambitious targets under each of our three sustainability pillars (social, economic and environment), including preventing more than 15,000 tonnes of CO₂-e from entering the atmosphere through combined operational initiatives, reducing plastic by nearly 55 million items across our network, and increasing the number of women in senior leadership roles to 44 percent (up from 39 percent in 2018).

Ultimately, responding to the climate crisis remains our single biggest sustainability challenge. We continue to build efficiencies in our own operation, like switching airport ground equipment to electric and investing in more modern, fuel efficient aircraft to curb emissions. We're also focused on elevating our voluntary customer carbon offsetting programme, FlyNeutral. In the past year our customers around the world offset more than 174,400 trips – or 50,000 tonnes of carbon – up 34.5 percent on the year prior.

Read more about our sustainability efforts in our latest [sustainability report](#).

Lisa Daniell
Head of Sustainability

AIR NEW ZEALAND

APPOINTMENTS

WELCOME to Industry Appointments, *Travel Daily's* Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.

American Express Global Business Travel has named David Levin as its new Chief Information Security Officer. Levin was most recently in the same role with Western Union.

Berjaya Times Square Hotel, Kuala Lumpur, has appointed Hugo Gerritsen as its new General Manager. He joins the property with a wealth of experiences in Malaysia, and most recently spent two years working in Japan with Agora Hospitality Group.

Ray Jingshu Zhang has taken on the General Manager role with Fusion Suites Saigon. He joins the property from his previous role as pre-opening Deputy General Manager with Banwa Private Island.

InterContinental Hotels Group has announced the appointment of Abhijay Sandilya as Vice President Development, Australasia, Japan & Pacific. In light of this, Jael Fischer's role will be expanded to Senior Manager, Development, Australasia & South Pacific, while at an EMEA level, Steve Wellsted is the new Senior Vice President, Capital Investments & Transactions, EMEA and Greater China.

Did Boeing know?

A TEXT message exchange between Boeing employees suggests the aerospace company knew about pilot concerns over the 737 MAX, and withheld these worries from authorities, the *Associated Press* reports.

Now-former Boeing test pilot Mark Forkner told a colleague in 2016 that anti-stall program, Maneuvering Characteristics Augmentation System (MCAS), was "egregious" and "running rampant" while he tested it in a flight simulator.

The exchange occurred as Boeing was trying to convince the Federal Aviation Administration that MCAS was safe, and only turned over transcript of the messages to authorities on Thu.

STARS reach for the sky in Dubai

HELLOWORLD'S wholesale division wrapped up an action-packed Global STARS event in Dubai earlier this month, rewarding top-selling agents from across Australia and New Zealand with a host of tours and luxurious experiences in the UAE city.

The four-day reward saw 75 agents take on Dubai's giant sand dunes during a Sundowner Safari, enjoy the views from the lofty Burj Khalifa, as well as embark on a number of educational tours of the city by land and sea.

Agents also got the chance to visit the giant waterpark at Atlantis, do some shopping at the gigantic Dubai Mall, and honour the best of the best at a lavish gala awards night.

The next Global STARS event will be held at Hayman Island in 2020.

A YELLOW
Boats ride provided a new perspective on some of Dubai's famous landmarks.



ANDREW and **Cinzia Burnes** mingle with agents under the desert's night sky.



THE Burj Khalifa doing its best impression of Gotham City on the opening night.



ARABIAN Adventures' fleet of desert vehicles bask in the amazing sunset.



AGENTS brave the frightening waterslides at the Waterpark at Atlantis theme park.



SO HIGH you feel like you have wings - a view from the top of the Burj Khalifa.



AGENTS enjoy a drink before the big gala awards night at the Burj Al Arab Jumeirah.

The Japanese Climb

BRIDGECLIMB Sydney is launching a Japanese climb from 01 Nov.

Starting with four climbs per week, the special offering departs with a Japanese translator, and is spurred by the growth of incoming visitors from Japan entering NSW and Australia.

Recent data released by Tourism Research Australia named Japan as a country showing significant uplift in visitation (**TD** 03 Oct).

BNE India push

BRISBANE Airport Corporation has launched its first direct-to-consumer marketing campaign promoting the city of Brisbane to the Indian market.

The campaign will feature cricket star Brett Lee, and was produced in partnership with Singapore Airlines and Tourism and Events Queensland.

It will showcase destinations such as Tangalooma, the Story Bridge and Kangaroo Point Cliffs.



HILTON is celebrating a successful 2019 after collecting a number of gongs in key categories at the Queensland Hotel Association (QHA) Awards for Excellence earlier this month.

Hilton Brisbane took out the Outstanding Achievement in Training Award, and was also inducted into the QHA Hall of Fame in recognition of its service to the Queensland hotel, tourism and hospitality industry, on the back of a three-peat in the Outstanding Community Service 100+ Employees Award between 2016 and 2018.

Hilton Brisbane was also named as a finalist in the Best Environmental Practice category after undertaking many initiatives in 2019 such as speciality recycling programs and planting 100 trees in the local community in celebration of the company's 100th anniversary.

Hilton Surfers Paradise also claimed the award for the Outstanding Community Service 100+ Employees category.

Pictured, Hilton's QHA Awards for Excellence winners celebrating together.

WIN A croatian cruise

This month Sun Island Tours and *Travel Daily* are giving agents the chance to win a seven-night Deluxe Superior Croatian Cruise for two people, valued at up to \$6,713.

To win, simply tell us which fabulous Sun Island Tours destination is shown in each of our holiday snaps every day during October and have the most creative answer to the final question.

Send your answers to sunislandtours@traveldaily.com.au



Hint: This hilltop town on the east coast of Sicily sits near Mount Etna, an active volcano with trails leading to the summit.

Terms and conditions

Tower of Thrills end

DREAMWORLD has retired its Tower of Terror thrill ride after 23 years to make way for new planned attractions.

The ride, which still holds the mantle as the tallest free-falling ride in Australia, will take its last passenger on 03 Nov.

Dreamworld will drop the ride in preparation for an ongoing review of existing attractions which will focus on developing new experiences for guests as part of its \$50-million masterplan (**TD** 23 Aug).

New rides include the Southern Hemisphere's first flying theatre, Sky Voyager, which recently opened to the public.

Stay Human push

INTERCONTINENTAL Hotel Group's Kimpton Hotels and Restaurants is taking The Kimpton Stay Human Project, which aims to connect guests to one another and to the locals of the city - to four of the brand's hotels in the United Kingdom and Netherlands.

The hotels have each transformed one room for the project, with the Kimpton Blythswood Square Hotel in Glasgow hoping to inspire guests to indulge in random acts of kindness and share them on a map in the room.

The rooms will be available until the end of the year.

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CRUISE WEEKLY

travelBulletin

business events news

Pharmacy Daily

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MELBOURNE- GENEROUS SALARY PLUS BONUS**

This is an extremely rare opportunity for someone to lead this growing Travel Management Company that is seeing huge success in Australia and globally. You'll be leading a senior management team of approx. 7 & reporting directly into the overseas based CEO. You will need to have run a successful business, had a number of years in the corporate travel space and an entrepreneurial spirit to be considered. A generous base and strong bonus structure will be on offer.

ON THE ROAD AGAIN

**TRAVEL INDUSTRY BDM
SYD BASE SALARY \$75K plus bonus**

We are searching for a Sales Executive who is passionate along with the ability to source and secure new business to join this industry leader. You will have a real drive, passion and understanding of the travel market along with the ability to establish relationships and conduct presentations to secure wins for the business. Be rewarded with a supportive team and be proud to walk through the doors with this product under your arm

LOVE THE THRILL OF THE CHASE?

**CORPORATE TMC SALES MANAGER
SYDNEY/MELBOURNE - SALARY \$80K+ COMMS**

If you have the passion for sales and love building new relationships - your talents will be rewarded here. You'll be joining this leading corporate TMC offering long term career advancement and the real opportunity of progression. With a winning brand supporting you, you'll be able to take aim at an amazing salary package and work with fantastic corporate clients. If you don't have TMC sales experience please still apply full training provided.

STEP UP IN YOUR SALES CAREER

**ASSISTANT DIRECTOR OF SALES - HOTEL
MELBOURNE- SALARY PACKAGE UP TO \$90K DOE**

Are you a savvy Sales Manager that is looking for the next step up? This reputable and well known hotel brand is looking for a highly driven and motivated sales extraordinaire to join one of their well-established Melbourne hotels. Working closely with the DOSM you'll be responsible for managing and growing sales activities across market segments. A strong salary package + long term career progression and development on offer.

WINNING STRATEGIC BDM ROLE

**SALES MANAGER
VICTORIA - STRONG SALARY + BONUSES**

Throw yourself into an exciting career with a leading global travel company. If you are skilled in travel technology, project management, procurement and have outstanding hunting skills you will love the outcomes this role will deliver. It is essential that you have strong sales skills, professional business communication and be capable of managing multiple stakeholder relationships, both internal and external. A fascinating role for a motivated person!

UNIQUE OPERATIONS ROLE

**TEAM LEADER - CORPORATE
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Be very quick for this rare gem. You will be leading a team of the very best consultants servicing corporate clientele. Strong leadership skills and strong Travel Industry knowledge required. Working in the CBD you will enjoy a base salary of up to \$80K plus super and quarterly bonuses. This role offers flexibility - 3 days in the office and 2 from home. Career progression is another huge reason for applying. Interviews commencing this week

GROW, RETAIN AND BUILD

**BUSINESS DEVELOPMENT MANAGER
BRISBANE- UP TO \$85K PKG**

We have an exciting opportunity available for an experienced business development manager/sales executive to join a market leader. Working for an international brand you'll be comfortable in retaining and growing accounts along with looking for new business opportunities. You will understand the importance of a strong call cycle and be confident in presenting to large groups. Enjoy a strong salary package + bonuses + tools of the trade provided.

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